

## Introduction to Southeast Asian Forestry Investment Workshop

The emerging markets of Southeast Asia offer some of the most promising investment opportunities available in the world today. To develop these opportunities, investors need the knowledge and understand of the issues driving investment:

- **Timber Markets**
  - *Domestic*
  - *Export*
  - *Value Chain*
- **Types of Investments Available**
  - *Plantations*
  - *Forest Concessions*
  - *Processing*
  - *Species*
- **Government and Legal Environment**
  - *Local Forestry Laws*
  - *Ownership Structures*
  - *Contract Enforcement*
  - *Labor*
  - *Tax and Tariff Issues*
- **Environmental and Social Issues**
  - *Sustainability*
  - *Certification*
- **Risks**
  - *Real*
  - *Perceived*
  - *Hedges and Countermeasures*

A solid understanding of these issues can only be gained on the ground seeing the places and meeting the people involved.

Clark Forestry Consulting has developed a program designed to provide individual and institutional investors a solid baseline understand of the regional issues required to make informed investment decisions.

This program is specifically tailored to timber investment professions interested in expanding their portfolios into Southeast Asia.

The agenda consist of a combination of briefings, seminars and field visits, with the following objectives:

The program consists of three segments of Thailand, Indonesia, and Cambodia. Thailand segment serves as a pivot point.

- Providing the investment professionals a broad view of the macro issues involved in emerging market investments;
- Review of the market specific issues in countries where investment opportunities exist;
- Provide exposure to government, legal and timber management professions in the region;
- Provide a systematic methodology for evaluation of potential investments;
- Discussion and review of various deal types and transaction structures, with a specific focus on tax issues and exit strategies; and
- Presentation of actual investments available.

The participants may join the Thailand segment with either or both of the other segments.

*Price is US \$3800.00 per workshop (See registration). Price includes all transportation, speakers, lodging, and meals. Airfare to and from Thailand (Bangkok) is not included.*

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